

LIMITED SOURCES JUSTIFICATION
ORDER >\$150,000
FAR PART 8.405-6

2237 Transaction # or Vista Equipment Transaction #: 658-15-1-4537-0005

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

Restricted to the following source:

Manufacturer/Contractor: Cleo Communications

Manufacturer/Contractor POC & phone number: 815-282-7807

Mfgr/Contractor Address: 4203 Galleria Drive, Loves Park, IL 61111

Dealer/Rep address/phone number: Brett Nash

☒ The requested material or service represents the minimum requirements of the Government.

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs
VISN 6 Network Contracting Activity
100 Emancipation Dr
Hampton, VA 23367

(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

This justification provides the rationale for contracting by other than full and open competition for the Cleo Stroom Virtual Server. A firm fixed priced purchase order will be awarded on a sole source basis to Cleo Communications with an estimated delivery date 30 days after receipt of offer (ARO).

(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

ITEM	QTY	UNIT
SC-SCENTER	507	EA
SC-OSINSTALLTRAIN	8	EA
SC-PLATINUM8PD1Y	5	EA
SC-PLATINUM24PD1Y	4	EA
SC-PLATINUM4PD1Y	7	EA
SC-PLATINUMT2S241Y	8	EA
SC-PROJMNGT	34	EA
SC-OSTECHSUPPORT	6	EA
SC-OSINSTALLTRAINTRAV	8	EA
OSUSERTRAIN	8	EA
SC-SCSOL4DP	1	EA
SC-RACKMNTUG	1	EA
SC-HBT4PD	1	EA

(b) ESTIMATED DOLLAR VALUE: \$ _____

(c) **REQUIRED DELIVERY DATE:** 30 Days ARO

(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE.

☐ Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

☒ A patent, copyright or proprietary data limits competition. The proprietary data is:

The system is proprietary and exclusively sold and distributed by Cleo Communications.

☐ These are "direct replacements" parts/components for existing equipment.

☒ The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system.

Cleo\Stroom Communications is a GSA small business that is affiliated with Xerox under a 'Contractor Team Agreement' to provide an integrated solution for Prosthetics. The procurement of the Cleo Stroom Secure Communications solution is part of the Veteran Affairs ongoing Network Fax Expansion Project. Implementation has already taken place at VISNs 7,8,9,11, and VISN 19. The Cleo system is compatible with the Xerox system currently used at the Veterans Affairs. This technology will replace manually faxing thousands of documents per year and needlessly printed documents from electronic records just to manually fax and then discard saving thousands of hour in man-hours expended and resources required for the current process. The Cleo Stroom solution proprietary to Cleo Comminucations; there are currently no distributors for the product. Cleo Stroom software is the only software capable of intergrating with Xerox document storage systems already in place.

☐ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

Products purchased via FSS schedules have already been determined to be fair and reasonable. The procurement via GS-35F-0305S represents the best value to the government. Accordingly, Cleo Communications is the only source capable of meeting the need without the VAMC Salem experiencing substantial duplication of cost not expected to be recovered through competition.

(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

The Cleo Stream solution is currently available via FSS GS-35F-0305S.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

On January 11th, 2010 Stephen Warren, Principal Deputy Assistant Secretary for Information Technology (IT), directed that all Office of Information Technology (OI&T) staff and contractors use <http://trm.oit.va.gov/> to ensure all technologies, programs, and projects comply with a single Technical Reference Model (TRM).

(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE:

The One VA Enterprise Architecture (OneVA EA) is a comprehensive picture of the Department of Veterans Affairs' (VA) operations, capabilities and services and the business processes and IT capabilities that support them. The VA's architecture is an evolving entity built through ongoing collaboration between business and technology leaders and staff across the administration. As the organization evolves and strives to meet change, its architectural picture changes. The contracting office will continue to monitor list of vendor with technologies that have been assessed and approved with capabilities to meet the current requirement. Vendors are welcome to